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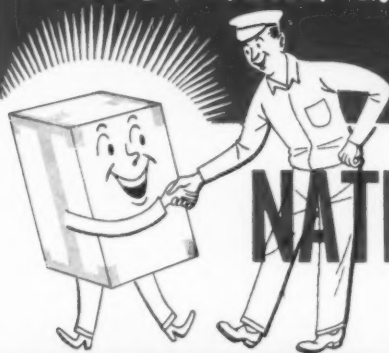


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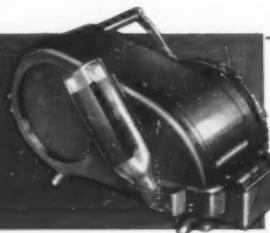
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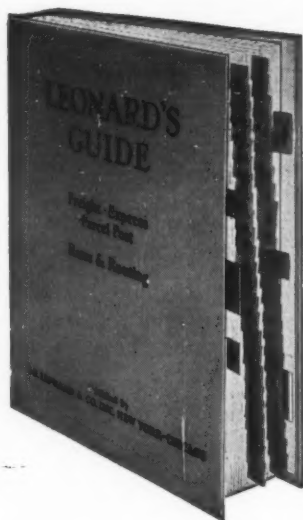
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Memo . . .

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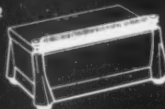
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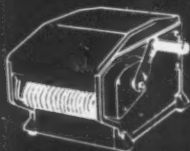
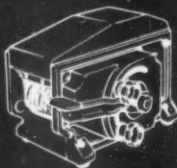
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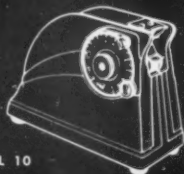


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Packing

A Punch... By S. A.

BEST SELLER AMONG Government Printing Office documents is "Building America's Might," the Report to The President by Director of Defense Mobilization Charles E. Wilson. This is Mr. Wilson's own report on what ODM has done so far to prepare the nation for the mounting military crisis. Of particular interest to traffic and shipping managers is the section on "Increasing Rail Freight Capacity" which we quote below:

High production and activity are placing a strain on our transportation system. In an attempt to ease the strain on the rail system, we are now increasing freight-car production to 10,000 new cars a month. Particular attention is being given tank cars, which are in shortest supply. During January and February, we produced only 6,000 cars but the rate will rise in coming months.

Some, but not enough, progress has been made in increasing the efficiency of freight cars now available. Toward this end the Defense Transport Administration has issued orders calling for penalty demurrage charges on cars held beyond a certain time, for improved handling of cars by rail lines, and for heavier loading by shippers of grain products. To assure rapid movement of military supplies the railroads have been requested to give priority to military traffic. The shortage in freight cars cannot be solved by construction of new cars alone—more drastic measures to improve the use of existing cars is required.

The rising volume of highway traffic, both passenger and freight, means we must pay particular attention to the maintenance of the capacity of our highway system. Only scattered shortages affect the trucking industry.

A program for building additional ore cargo vessels for Great Lakes shipping is under way, and a bill was enacted on March 29 to permit Canadian vessels to carry iron ore between United States ports on the Great Lakes during the 1951 season.

A National Shipping Authority has been activated under the Secretary of Commerce to help in relieving the current shortage of shipping for the transportation of vital cargoes at reasonable rates. Should the need arise, authority exists for the requisitioning of ships and cargo space.

To maintain and expand the capacity of our civil aviation resources, priority assistance is planned for the production of 272 new transport aircraft.



MAY, 1951

Vol. 16, No. 5

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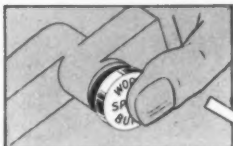
V. M. SASSI
Inquiry Manager

Published 10th of each month by Shipping Management, Inc., 425 Fourth Avenue, New York 16, N. Y. Telephone MUrray Hill 3-6280-1. Western Office, 549 W. Randolph St., Chicago 6, Ill. Telephone CEntral 6-5164. Sylvan Hoffman, President; Larry S. Harris, Vice-President. Publication and editorial office, 425 Fourth Avenue, New York, N. Y. Not responsible for safety of manuscripts or pictures.

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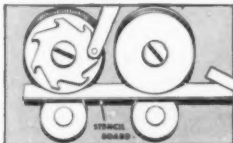
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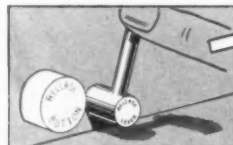
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FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

MAY 1951
VOLUME 16
NUMBER 5

Military Packaging Requirements As They Affect YOU



COLONEL JOHN A. WAY

From a talk by Colonel Way, USAF, Chief, Munitions Board Packaging Division, Office of Procurement Methods, Washington, D. C., given at the AMA Packaging Show in Atlantic City.

THE MUNITIONS BOARD was chartered within the organization for National Security to perform certain duties under the Secretary of Defense in support of Joint Chief of Staff strategic and logistic plans. It determines the feasibility of supplying the requirements for our military forces.

Within the Munitions Board organization is the Directorate of Supply Management which is primarily concerned with procurement and distribution. The Packaging Division operates under the direction of the Office of Procurement Methods, since most military packaging requirements are met at the time an item is procured. We are concerned with joint problems and matters of joint interest to the Military Departments.

Are Military Requirements Too High?

Accusations have been made that the military requirements for packaging are too high; that the military is overpacking; that military packing is

unduly costly. I am going to point out a few reasons to justify some of our packaging requirements.

Generally our merchandise is inspected and accepted F.O.B. factory. That means that we accept the loss from that point. Our insurance policy has been bought in the preservation packaging and packing of that item to insure its delivery at its destination ready and fit for its intended use.

The loss of damage of that item during shipment and storage means a great deal more than the unit cost of the item. It means the loss of critical time, materials, manpower, shipping space. It may mean the loss or delay of a battle or campaign and involve the loss of life. These things make the costs of lost or damage items high indeed, so high we cannot afford it.

Combat Conditions Rugged

Combat conditions can be, and generally are, pretty rugged. We must plan in the initial stages to pile supplies ashore from landing craft or makeshift docks. We can't plan on warehouses where supplies may be neatly stacked with the latest materials handling equipment. Experience has proved that they will be dumped in the mud some place—piled as high as available equipment permits—the higher they are piled the fewer the boxes that will be in the mud. That makes it pretty difficult to get to the particular boxes that are needed. Generally a cable from the winch of a 6 by 6 is thrown around a box and it is "snaked" out and on to the truck. It takes pretty strong packaging and packing to withstand that type of materials handling.

Every Box Is a Warehouse

Since we must plan for open storage each box must be planned to act as a warehouse—a warehouse that must withstand the most severe earthquakes imaginable; that goes through rainstorms, tropical sun, freezing temperatures, and is oftentimes subject to dunking into salt water. Modern warfare demands

(Continued on Page 24)

NAVY SHIPPING SCHOOL

Teaches Private Firms Too

NAVAL SUPPLY CENTER
OAKLAND, CALIFORNIA

THE NAVY'S INCREASINGLY difficult role of servicing ships at sea calls for crews of experts versed in the roles of handling cargo, materials handling equipment, "high line" techniques which extend methods of transferring supplies while fleets and task forces are underway. Packing, stowage and stability become major problems.

Eleven diversified Cargo Handling programs are in progress at the Oakland Naval Supply Center, a recent report to Rear Admiral Murrey L. Royer, SC, USN, Commanding Officer, from Commander James W. Haggard, SC, USN, Officer in Charge of the School, reveals in detail.

In addition to the training of Navy personnel, the School is actively engaged in important seminars and community programs. Ocean shipping classes from the University of California and Stanford University receive special attention. The California Maritime Academy midshipmen live, study and work at the Center for one week. A Materials Handling Institute—an annual two-week affair—meets there for discussions and mutual exchange of experience, methods and advancement. Packaging seminars and other groups engaged in shipping utilize the Cargo School's facilities, experts, and special instructors.

The regular staff of trained officers and instructors is augmented by men from private industry who give time, lectures and background in various phases of shipping, traffic management, materials handling, packaging, rigging, safety and Industrial Relations.

Officers Study Six Months

Among the several courses is the Advanced Cargo Handling and Traffic Management course for Line, Supply Corps and Marine Corps Officers. The instruction is on the graduate level, for both regular and reserve officers. Thirteen weeks are spent in ad-

vanced study of techniques and methods of freight traffic, marine terminal operation, industrial management, ocean traffic, land and air transportation, cargo handling and stowage, economics of transportation, plus special problems. Field trips and special studies are conducted with the cooperation of Bay Area military and civilian shipping groups. These range from the neighboring companies, air transportation concerns, steamship lines, etc., to U. S. Customs procedures, etc.

Covers All Packing and Shipping

Covering the entire field of land, inland water, ocean, rail, truck, and air transportation, shipping and cargo handling—the advanced course studies, in addition, various regulatory bodies—the Maritime Administration, the Interstate Commerce Commission, as well as the Military Sea Transportation Service and Military Air Transport Service.

Student officers also don working khaki uniforms to learn to operate fork lift trucks and other materials handling equipment themselves; to stow cargo in holds of ships; to operate ships' winches and other gear; topping and lowering booms; lowering landing craft from decks of ships into the water as required in amphibious operations; and to try their hands at various other practical operations.

Officers engaged in this special program, after completing the studies, are assigned to the Freight Transshipment Branch, Naval Supply Center, for six weeks of actual work and experience in waterfront operations and training on various types of Navy Supply vessels—cargo, fleet issue, refrigeration ships, and transport. Freight Transshipment Branch handles cargoes of every kind, including household effects, general cargo, autos, provisions and tanks.

Supplementing the work in the Freight Transshipment Branch, the student officers are placed with private



Ship's stores going aboard by hand at the Oakland Naval Supply Center, where civilian and military personnel have become expert in cargo handling through efforts of the Cargo Handling School.

shipping interests for a four week tour of duty. Co-operating firms in the Bay Area include Matson Navigation Company, American President Lines, Howard Terminals, Encinal Terminals and many others. Their industrial training involves working with people doing commercial terminal and shipping management business, highlighted by practical experience.

The last week of the 24 week curriculum is devoted to conferences and review of the intensified advanced cargo handling and traffic management course.

Movement Control Course

A four week course in movement control for officers covers the movement of freight by ocean, inland waters, land and air. A new group attends these classes every five weeks. LCDR A. H. Kerr, SC, USN, supervises the program. He was hand picked by the Bureau of Supplies and Accounts to conduct this work because of his experience and background which includes similar programs for the Bureau, Navy Department, Washington, D. C. Problems concerning the activities of shipping terminals; common and contract carriers; routing; booking; control of movements of freight; billing and documentation of shipments are reviewed and examined by the instructors and student officers. A spot check on Naval activities sending officers to the Cargo School for this course reveals a marked increase in shipping efficiency after shipping officers attended the School.

Two-Week Advanced Cargo Handling Course

A two-week advanced Cargo Handling course is provided for officers of the Supply Corps Reserve. "This is a new theme to teach officers direct supervision

of ship cargo handling," CDR Haggard explains. "It's all practical training."

Reserve Officers and men attend a two-week basic cargo handling course. A new class begins in January, 1951. Members of Naval Reserve cargo handling companies attend these courses as groups and carry on the training of the local Supply Corps Reserve units. This summer several hundred officers and men took two weeks out from their civilian occupations and attended this course, coming from all over the United States. One large group from Chicago chartered a plane and flew to Oakland in a body to take this training.

"Dry Land" Ship

The school makes full use of a "dry land" ship at Treasure Island for training purposes, as well as utilizing deck gear on Military Sea Transportation Service ships that are in the area.

As ships are reactivated, this course turns out a number of men ready to go aboard with training sufficient to insure a good measure of efficiency. These men provide the nucleus for underway training, which has been one of the features of ships pulled out of "mothballs" and sent across the Pacific. Loading and discharge of cargo and special amphibious problems get attention. The training includes handling of boats and rigging for various cargo operations. Crew members trained under this program are fed, housed and taught in the area of the Cargo Handling School. A barracks is provided next door to the class rooms. The Supply Center's Navy Exchange, movie theater, chapel and many other facilities make this training period a

(Continued on Page 18)

Expert Packing & Shipping

ARTICLE III

"Cutting Shipping Costs Through Improved Container Design"

By CLIFFORD H. KEITH
Special to Shipping Management

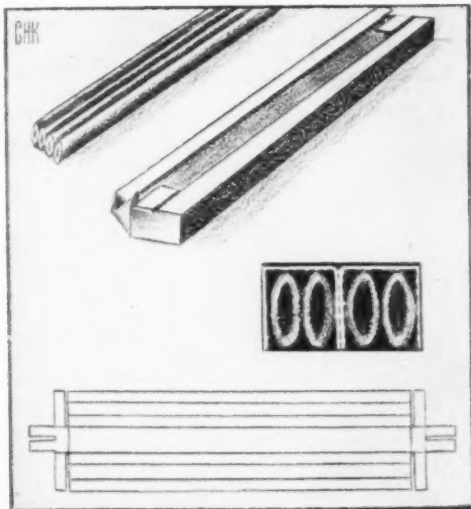
A GREAT DEAL of effort is being spent in the study of ways and means to reduce container cost as well as increase packing efficiency. The corrugated container is of primary interest as a major portion of all shipping is done in this type container. Corrugated was considered a finished art with the advent of the regular slotted container. The RSC seemed to answer all the requirements of shipping at the time. Over the period of the past ten years corrugated has come more and more to replace wood and metal as a shipping material. A greater demand has necessarily caused the designers to put on their thinking caps in order to provide containers for odd shaped or cumbersome products. It is now definitely established that the surface only has been scratched in the possibilities of corrugated.

The cost of the shipping container in proportion to the worth of the item being shipped varies with the

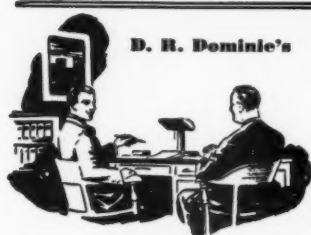
type and size of the product. In recent months due to the skyrocketing costs of paper and the optimistic disregard of necessary economies packaging costs have grown completely out of proportion. A New Jersey aluminum tubing manufacturer was forced to pay forty cents for a double walled corrugated container in which he shipped two dollars worth of tubing. He had normally paid twenty-one cents for the carton. Had it been necessary to continue using this container he would have operated at a loss. A die cut folder was designed to do the same job as the double wall for nineteen cents (Note illustration) Four tubes are placed in each folder and are given center cushioning and full length support by tabs which are inserted the height of the container. The double wall was required in the former container only for the additional support



The above container is collapsible in set-up form. Designed to hold one-hundred tin cans. Is used six to seven times for shipment from can manufacturer to food packer.



Cleverly designed die cut folder is used to ship four aluminum tubes. This folder was designed to replace at a lower cost a double wall regular slotted container. The inserted center tabs offer cushioning between the second and third tubes and also provides full length support for the entire package. One strip of gummed tape across the width seals the package for shipment.



"LISTEN, Mr. Traffic Manager"

IN A RECENT COLUMN we discussed a method of distributing mail or parcel post whereby all mail destined for a particular area is prestamped with local postage, then packed in larger cartons and sent via airfreight to that local postmaster for distribution from that point. As in many things which are routine, we failed to mention some of the details which must be taken care of before such a system can be put into effect. We were reminded of this omission when we received a letter from one of our readers asking us to quote the authority which allows a postmaster to open and distribute. Here is more information on what must be done to ship and distribute by this method.

First, each piece of mail or parcel must bear a return address located in the city of final distribution. For example, if a concern in Boston wishes to distribute in Chicago, each piece must have a Chicago return address. This can be accomplished by making an arrangement with some dealer in Chicago whereby he allows you to use his address for return purposes.

Secondly, if regular government stamps are used, they must be purchased from the postmaster at distribution office. In other words that postmaster who actually does the work gets credit for the postage used. If metered stamps are used, the meter must be registered at distributing postoffice and must be filled through that postoffice. The regular application for mailing permit must be made to cover this machine. Since our last column dealing with this subject we have talked with the postal authorities and find that most of the large concerns use this system of distribution, particularly those concerns with plants and offices in various part of the country.



One of the easiest things in the world for a Traffic Department to do is to completely forget a customer while in the process of entering tracers and claims. From the point of view of sales and public relations this is a bad policy. Let us cite an example.

The Jones Company orders, let's say, five cans of paint. The order is shipped but three weeks later the Jones Company writes to the supplier stating that they are badly in need of the paint and have not received it. The supplier, the Smith company, turns the matter over to their Traffic Manager. At this point the customer can and in too many instances does, become neglected.

The natural procedure of course, is for the Traffic Manager to acknowledge the Jones Company report

of loss and then to start a tracer. The tracer, under normal conditions, will take about four weeks. Consequently, the customer will still sit without the badly needed paint. The situation can even become worse. If the Traffic Manager enters a claim the poor Jones company might go without their paint for more than six months.

The above example, of course, is an extreme case but it still does happen and only too often.

The solution at first glance would be to immediately duplicate the shipment to the Jones Company. However, this brings up certain problems, most of them individualistic in character. If the shipment were valuable the Jones Company credit might not land a duplicate shipment in the event that the original were delivered in the meantime. Secondly, duplicate shipments made close together often

(Continued on Page 23)

Military Packing Theme Draws Huge Attendance To AMA Show

Military packing requirements, the necessity to find substitutes for requisitioned materials, plus many new developments in packing brought a huge attendance to the 20th American Management Association Packing and Packaging Conference and Exposition in Atlantic City last month. Over 15,000 attended, as compared with slightly more than half that number at the last Atlantic City AMA Show two years ago. Attendance at Packaging Conference was at a record high with over 1,200 registered, the highest in recent history.

The enthusiasm for new products and machines presented was apparent in the crowds which surged down the aisles of the Atlantic City Convention Hall. Military uniforms were largely in evidence this year for the first time since the war. Exhibitors turned their attention to presenting displays on their ability to pack according to JAN and other military specifications.

Characteristics of Future Military Cargo Aircraft Blueprinted

An Air Force expert on the transportation of cargo by air took a peek into the future tonight and predicted that no single type of cargo aircraft will provide the answer to the "air cargo problem."

He said the air cargo of the future—both military and commercial—will be transported by "an integration of transport helicopters, pack-carrier aircraft—both fixed and rotary wing, and integral fuselage fixed wing aircraft into a supply system whereby the specific advantages of each can be fully realized."

Before the full effect of helicopters can be realized in an air cargo operation of any proportion, declared Lt. Col. Lucian S. Rochte, chief of the Cargo Branch, Engineering Division, Headquarters, Air Materiel Command, Wright-Patterson Air Force Base, Dayton, Ohio, much remains to be done to reduce maintenance requirements, increase cruising speeds, solve rotor blade

(Continued on Page 23)

How To Store Unit Loads

For Efficient Handling

TWO PRINCIPAL FACTORS INFLUENCE the lay-out of available storage space for unit loads: the characteristics of the supplies to be stored—the commodity factor; and the characteristics of the storage area—the capacity factor. These factors are inter-dependent, but it will clarify their consideration to begin with an arbitrary separation.

Commodity Factor

1. Activity—A first consideration in the layout of space must be the activity of the goods. Articles that move daily or that are stored only a short time obviously should be stored near the shipping point. Handling movements of active goods between stack and shipping area should be kept as short as possible.

2. Quantity—The quantity of any commodity

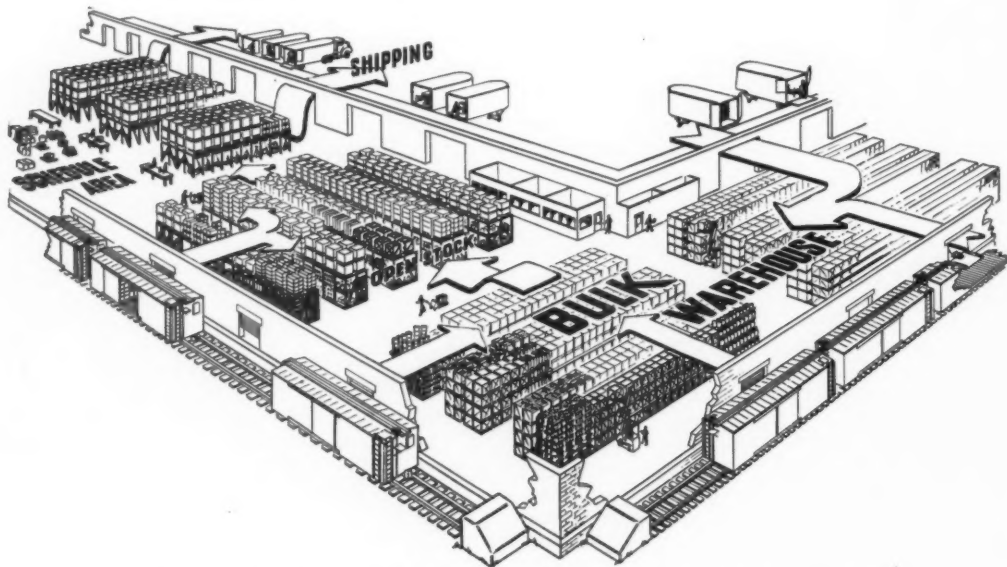
naturally determines the space needed to store it. Previous stock levels, dues-in, and back orders indicate the quantity of material that may have to be handled.

3. Size; Weight; Shape—Extremes in any of these characteristics of commodities must be considered in laying out space. Large, awkward and unusually heavy containers should be stored near shipping doors. Containers that are difficult to handle should be moved no farther than necessary.

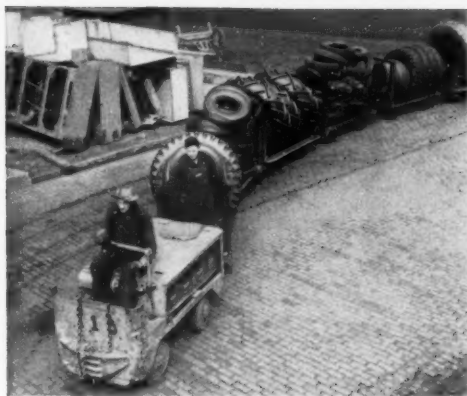
4. Nature of Material—The nature of material often cancels out handling considerations. Inflammables are sometimes stored in special warehouses, and are always segregated. Valuables are stored in vaults and certain foods in cold storage.

Capacity Factor

There are a few rules for preparing the best location of



Storage warehouse layout for handling more than 9,000 different items of merchandise on pallets.



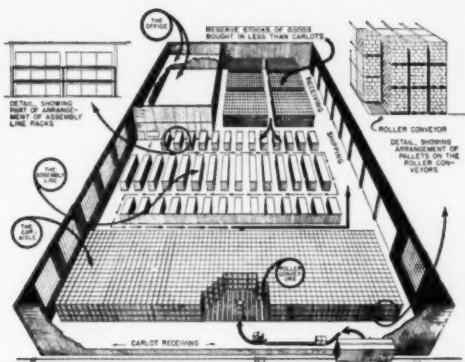
The tractor-trailer system is especially valuable for long hauls, either indoors or between buildings.

merchandise in relation to the physical characteristics of a building.

1. Separate receiving and shipping activities if possible.
2. Use doorways to determine the layout of traffic aisles.
3. Use pillars or posts advantageously in locating aisles.
4. Observe floor-load capacities.
5. Determine how wide the aisles must be to accommodate the handling of the merchandise.
6. Utilize lighting facilities to best advantage or revamp.
7. Follow local fire prevention rules in the placement of fire fighting equipment and storage standards.
8. Provide for safety of the handling personnel.
9. Congregate goods in such manner as to avoid traffic congestion when receiving car lots.

A typical problem in layout of a storeroom of a mail order concern is shown in the large layout drawing. A new storage layout that is particularly applicable to wholesale grocery warehouses is shown in the small drawing. This warehouse utilizes the "car aisle" principle, which is another attempt to reduce the number of handlings. Each car aisle row represents a car lot of fast moving goods. The goods move from the receiving platform directly to the assembly line. The steps are:

1. Goods arrive by freight car either on pallets or are loaded on pallets on arrival.
2. A fork truck picks up the pallets and sets them, three high, on the roller conveyor.
3. These tiers of three pallets each move forward by gravity or by mechanical means to close up the row. This is continued until the row is full and the car lot is all in place.
4. The far ends of rows are on the last aisle of the assembly line, where the goods are picked into orders. The inaccessible top unit loads are lowered into the aisle by the fork trucks.



The "car-aisle" principle was devised to reduce delays, congestion, and the number of handlings, especially of fast-moving goods that are bought in car lots. Palletized goods are handled at both ends of the multiple car aisles by fork trucks. Each roller conveyor aisle contains a single kind or class of goods moving progressively as required to the order picking area. (From U. S. Department of Commerce Industrial Series No. 18, "Streamlined Wholesale Grocery Warehouses.")

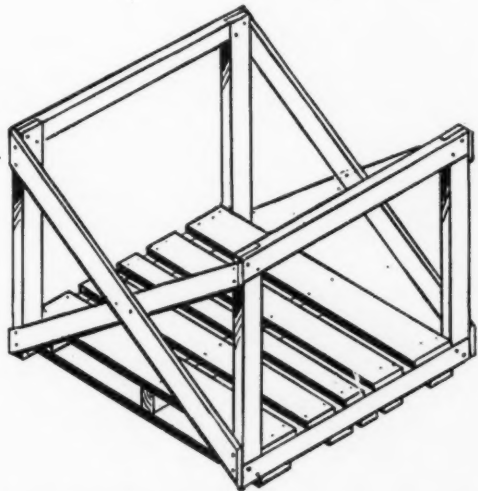
The car aisle system eliminates the conventional task of moving goods to and from distant reserves and efficiently utilizes the floor space and cubage of the warehouse.

Aisle Space

Industrial trucks normally require wider aisles than hand trucks. Liberal aisle space should be provided whenever possible. It promotes safety to personnel and to merchandise without slowing truck drivers. One-way traffic is recommended for all aisles in a warehouse except main thoroughfares.

Aisle width is governed by the size of the industrial

(Continued on Page 25)



Picture-frame pallets are made in many forms using metal or wood. This is a simple wooden rack pallet.

MORE STENCIL MARKING ABC's

For Safer, Surer Arrival Of All Types Of Shipments You Need Only Follow These Simple Tips

Continuing the advice begun in the March issue on best ways and means of using your stencil marking equipment.

CUTTING EXPORT MARKS

TRIANGLE



Using a 4-line stencil, start at bottom line and cut **OBLIQUE MARK** four times, pulling stencil out toward you after each cut. Turn stencil over with the back up and cut four more **OBLIQUE MARKS**. Adjust stencil sideways to cut a perfect point. Use **DASH** to cut base of Triangle.

DIAMOND



Omitting base of Triangle gives you half of Diamond and with this you can stencil two sides to form the Diamond. A complete Diamond can be cut by folding the stencil board double and cutting same as Triangle, omitting the base. When unfolded you have a complete diamond. The length of the fold is important to get perfect points.

STAR

The stencil of the Triangle makes the six-pointed Star, by stenciling one triangle and reversing to stencil the second one.

SQUARE



Cut four letter "I" above each other to form left side of **SQUARE**. Cut **DASH** to make top and bottom lines. Cut four letter "I" to form right side of Square.

Letters and numbers may be cut inside the design or cut on a separate sheet and stenciled later.

Proper marking depends on **FOUR** things:

T. The Stencil. 2. The Brush. 3. The Ink. 4. YOU.

The illustrations of the two words "NEAT" and "BLUR" show examples of perfect marking and poor marking.

NEAT

The word **NEAT** was stenciled with a properly inked brush. The characters are filled out completely, the marking is deep black and the outlines of the characters are perfect and clean-cut.

Cuts & Data Courtesy Marsh Stencil Machine Co.

BLUR

Too much ink on the brush caused the result in the word "BLUR." The ink ran on the reverse or underside of the paper stencil, causing the smeary, blurred appearance of the marking.

Good marking depends on **PROPER INK CONTROL**, and this depends on good ink and a good fountain brush, plus a little care on the part of the man who marks.

PACKAGE AND WEIGHT STENCIL

PKG. NO.	WT.
1 2 3 4 5 6 7 8 9 0	

With a stencil cut like this you can mark any Pkg. No. or Wt. by moving stencil to correct position to get desired numbers.

A noted engineer, an authority on packing has this to say:

MARKING THE CONTENTS ON THE BOX

"The detail of what the package contains should be put on one end and always in the same location. Your customer or branch warehouse will bless you if they can stack your cases so that all contents markings are in a similar position and easily readable."

ADVERTISING ON PACKAGES

"The sides of your box are all that should carry advertising and treat these as a billboard—say little—put it in legible type—and let the men on the side of the road see what the world is shipping past him."

DO A GOOD JOB OF MARKING



WRONG



RIGHT

Avoid slipshod, careless methods. Don't use chalk or crayon. It rubs off. Tags and labels often become torn, lost. Without proper address shipments go astray. Five million dollars yearly are paid out in freight claims due to poor marking.

Do a **REAL** job. Keep shipments moving through with ease and speed by proper marking methods. Good marking is evidence of your **BUSINESS PRIDE**, shows the **RESPECT** you have for your customer's orders.

(Continued on Page 26)

NEW PRODUCTS & LITERATURE



AIR PARCEL POST GUIDE

A quick reference guide to air parcel post rates has just been issued by United Air Lines for the convenience of businessmen and shippers.

The pocket-size pamphlet gives air parcel post rates on parcels sent between any of 83 cities served by the company, with pertinent information on proper packaging and identifying of parcels.

The reference guide also advises shippers they can now include business letters in the same packages with their shipments.

SHIPPING CASE HINGES

For our readers who are confronted with broken hinges on wooden shipping cases used for repeated shipments, a new device called the Brownie Double Joint Strap Hinge is worthy of attention.



Under even normal handling, it is a relatively easy thing to break loose an ordinary strap hinge from its mooring. The use of bolts or longer screws in many cases merely transfers the strain from the hardware to the wooden case itself causing the usual ripping or tearing and subsequent exposure of the case's contents.

The Brownie Hinge is so designed as to give a flexible action which prevents the leverage necessary to break loose the ordinary strap hinge from the wooden case.

This product has been under rigid tests in the shipment of Convention exhibits, traveling displays, sample cases, etc., and has proved its worth conclusively as a saver of wooden shipping cases.

Made by Brownie Hinge and Specialties of Chicago, its cost approximates that of ordinary hinges by reason of its design, which permits the use of smaller-sized Brownie Hinges in place of the conventional type hinge.

COLORED TAPES CHART

Fifteen color varieties of industrial tapes are shown in a new folder on "Scotch" brand pressure-sensitive tapes, available from Minnesota Mining and Manufacturing Co.

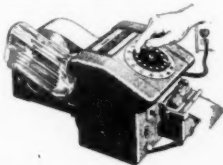
Colored tapes are used in packaging, shipping and materials-handling, as a code for content identification and intra-plant shipment, as well as for extra eye-appeal on the finished package, it was pointed out.

The four-page color chart includes descriptions of eight different tapes, ranging from plastic film tape for sealing bottles of chemicals and drugs, to filament-rein-

forced tape for heavy-duty palletizing and bundling of cartons and metal objects.

ELECTRIC DIAL-TAPER

The Dial-Taper is an entirely new kind of gummed tape machine with telephone type of dial that displaces manual with automatic operation.



The operator simply selects on the dial the length of tape needed and a twirl of the dial starts and stops the machine automatically as it dispenses any desired length of tape.

Manufactured by Marsh Stencil Machine Co.

CARTON SEALING TAPE

A carton-sealing tape that meets government specifications for both V3 and W cartons was made nationally available by Minnesota Mining and Manufacturing Co.



The government-approved for specification No. JAN-P-127, Type 3 & 4, Grade B & C, for sealing V3 cartons; and for specification No. ANT-12A-T2, GA & B for sealing W cartons.

It is used for sealing a carton's interliner and outer seams, and for covering and protecting carton labels. It is transparent, 6 mils thick.

The tape is resistant to water, shocks and rough handling, the 3M company said, and holds tight in all weather—humid, dry, hot or freezing. It has "exceptional" adhesion to paper.

When used over labels, the tape "surpasses government requirements for keeping labels clear and readable in spite of

scuffing and smudging," the company explained.

SHIPPING LABEL ADDRESSER

A new system for addressing shipping labels, made by the Master Addresser Company of Minneapolis, Minnesota, is now ready for distribution through dealers. Called the Lab-L-Master, this new method of addressing labels and tags is a time-saver in making multiple labels required for shipments which go forward in several packages. As many shipping labels as are needed can be had without extra typing. Errors in transcribing addresses are eliminated. Time is saved where shipments also require order numbers on the labels.

In use the Lab-L-Master is simply pressed into place on a shipping order or bill of lading before the name and address of the consignee is filled in. Pressure sensitive adhesive holds it firmly in place. When the order is made out the name and address together with order numbers, is typed or written right on the Lab-L-Master. A carbon impression of the address appears on the shipping order, while the Lab-L-Master is prepared simultaneously.

In the shipping room, only an instant is required to insert the Lab-L-Master in the printer. As many labels or tags as are needed for the shipment are then easily and quickly run off at the rate of about 30 a minute. Through the use of a special printing fluid up to 200 labels can be printed from one Master. These Masters are inexpensive. No stencils, plates, ribbon or ink are required.

Lab-L-Masters can be used on continuous or individual office forms of any size. Printing can be done on gummed or plain labels, shipping tags, etc. The printing area is 1 1/4 x 3 1/4 inches—seven lines of typewritten matter. Prints dry instantly, without smearing or smudging, and the printer is always ready for use. A fluid reservoir holds two to three days' supply of fluid.

Although it was designed primarily for use in the shipping room, the Lab-L-Master can also be used for imprinting names on circulars, etc., where a number of repeat impressions are desired.

INSULATED CORRUGATED CONTAINER

Owens-Corning Fiberglas Corporation has developed a low cost, light weight, Fiberglas-insulated corrugated container in which frozen foods may be carried safely up to 12 hours, without refrigeration.

Known as the Transafe, the product consists of a standard, slotted, corrugated container whose top, bottom, sides and ends contain one-inch-thick slabs of Fiberglas insulation.

The Transafe is expected to be widely
(Continued on Page 33)

Literature and prices of products mentioned can be obtained if you drop a post card to Richard Gertner, News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

BOOK REVIEW

Modern Methods of Materials Handling. By The Materials Handling Institute, Inc. Prentice Hall.

The Materials Handling Institute has compiled a well-rounded series of solutions to materials handling problems. The individual illustrations are taken from some of the country's most progressive organizations. Materials Handlers, especially in heavy industry, should find many helpful suggestions in this book; and it will do much to bring the traffic and shipping manager up to date.

Air Transportation—Traffic and Management. By Thomas Wolfe. McGraw-Hill.

Mr. Wolfe has drawn from the practical experience of some 135 authorities and operators in the Air Transportation field, and the result is a very thorough survey of the major problems and practices in the field.

The book covers three post-war aspects of the industry—economics, revenue and sales since World War II. The traffic analysis cover international as well as domestic problems.

Mr. Wolfe has made ample use of photographs, sketches, charts and graphs to illustrate his points. Traffic and shipping managers will find this work the most authoritative and comprehensive one-volume study of air transportation published to date.—CHK.

Navy Shipping School

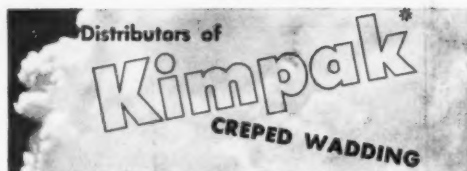
(Continued from Page 10)

pleasant stay for the men. The reception given these sailors throughout the Bay Area community has created for Oakland the reputation of being a "good liberty" port.

Results of School Training

Graduates of the School are in most Naval installations and scattered throughout the world.

"One of the most important functions of the School," CDR Haggard explains, "are the seminars held with prominent men of industry and Naval experts participating. One industrialist from Detroit came out for one-half day to deliver a special lecture. Executives of shipping concerns and many other fields of industry join in these conferences. The Secretary of the Navy's office has provided us with instructors. The Smith Paper Company, Chicago, Illinois; Minnesota Mining and Manufacturing Company, St. Paul; Signode Steel Strapping Company, Chicago; are a few of the firms interested in our work. Many firms from the San Francisco Bay Area participate. Mutual interests with concerns of the San Francisco and Oakland areas engaged in transportation, packing and materials handling industries result in close and valuable cooperation."



ALABAMA Graham Paper Co. Birmingham	NEW YORK Hubbs & Howe Co. Buffalo, Niagara Falls
ARIZONA Blake, Moffitt & Towne. Phoenix, Tucson	Chas. F. Hubbs & Co. Mineola
Graham Paper Co. Phoenix	Charles F. Hubbs & Co. New York
Zellerbach Paper Co. Phoenix	Heller & Urdan. New York
CALIFORNIA Blake, Moffitt & Towne. Fresno, Long Beach, Los Angeles, Oakland, Sacramento, San Bernardino, San Diego, San Francisco, Santa Rosa, San Jose, Stockton	Harbert A. Post, Inc. New York
Zellerbach Paper Co. Emeryville, Fresno, Los Angeles, Sacramento, San Diego, San Francisco, San Jose, Stockton	The Alling & Cory Co. Rochester
COLORADO Carpenter Paper Co. Denver, Pueblo	J. & P. B. Garrett Co. Syracuse
Graham Paper Co. Denver	NORTH CAROLINA Southern Paper Products Co. Asheville
CONNECTICUT Charles F. Hubbs & Co. Bridgeport	Henley Paper Co. Charlotte
The Bourke-Emo Paper Co. Hartford	Dillard Paper Co. Charlotte, Greensboro, Wilmington
FLORIDA Graham-Jones Paper Co. Jacksonville, Tampa	OHIO Milcraft Paper Co. Akron
GEORGIA Graham Paper Co. Atlanta	The Chatfield Paper Corp. Cincinnati
National Paper Co. Atlanta	The Whitaker Paper Co. Cincinnati
Somerville-Seybold Div. of Henley Paper Co. Atlanta	Hubbs & Howe Co. Cleveland
IDAHO Blake, Moffitt & Towne. Boise	Reese-Edwards Paper Co. Cleveland
ILLINOIS Abona Products. Chicago	The Schiele Paper Co. Columbus
Bradner Smith & Co. Chicago	The Ohio & Michigan Paper Company. Toledo
Graham Paper Co. Chicago	OKLAHOMA Carpenter Paper Co. Oklahoma City
Knox & Schneider Paper Co. Chicago	Graham Paper Co. Oklahoma City
S. V. Cain, Inc. Peoria	Tulsa Paper Co. Tulsa
INDIANA Mill Craft Paper Co. Ft. Wayne	OREGON Blake, Moffitt & Towne. Portland
Crescent Paper Co. Indianapolis	Zellerbach Paper Co. Portland
Schwartz Paper Co. South Bend	PENNSYLVANIA Hubbs & Howe Co. Erie
IOWA Carpenter Paper Co. Des Moines, Sioux City	Morris Paper Co. Johnstown
KANSAS Carpenter Paper Co. Topeka	D. L. Ward Co. Philadelphia
Graham Paper Co. Wichita	J. N. L. Smyth Co. Philadelphia
KENTUCKY Graham Paper Co. Louisville	The Chatfield & Woods Co. of Pa. Pittsburgh
LOUISIANA Graham Paper Co. New Orleans	Williamsport Paper Co. Williamsport
MAINE Carter Rice & Co. Corp. Augusta	RHODE ISLAND Carter, Rice & Co. Corp. Providence
MARYLAND Hubbs & Carning Co. Baltimore	SOUTH CAROLINA Dillard Paper Co. Greenville
The Whitaker Paper Co. Baltimore	TENNESSEE Dillard Paper Co. Knoxville
MASSACHUSETTS Carter Rice & Co. Corp. Boston	Volunteer Division. Knoxville
H. J. Dowd Co., Inc. Cambridge	Graham Paper Co. Memphis
Charles A. Bely Paper Company. Worcester	Nashville
Bulfinch, Denton & Co. Inc. Springfield	Wurzberg Bros. Memphis, Nashville
MICHIGAN Corlright Paper Co. Battle Creek	TEXAS Carpenter Paper Co. Dallas
The Whitaker Paper Co. Detroit	El Paso, Fort Worth, San Antonio
Beecher, Peck & Lewis. Flint	Graham Paper Co. Dallas
Graham Paper Co. Grand Rapids	El Paso, Houston, San Antonio
Crown Paper & Bag Co. Jackson	UTAH Carpenter Paper Co. Ogden, Salt Lake City
Birmingham & Presser Company. Kalamazoo	Zellerbach Paper Co. Salt Lake City
The Waltsinger Paper Company. Lansing	VIRGINIA Dillard Paper Co. Bristol, Roanoke
Raid Paper Co. Saginaw	Hamilton Paper Co. Richmond
MINNESOTA Graham Paper Co. Minneapolis	Blake, Moffitt & Towne. Seattle, Spokane, Tacoma
Carpenter Paper Co. Minneapolis	Zellerbach Paper Co. Seattle, Spokane
MISSOURI Carpenter Paper Co. Kansas City	Spokane Paper & Stationery Company. Spokane
Graham Paper Co. N. Kansas City, St. Louis	WEST VIRGINIA Morris Paper Co. of W.Va. Clarksburg
Smith-Scharff Paper Co. St. Louis	WISCONSIN Wisconsin Paper & Products Co. Milwaukee
NEBRASKA Carpenter Paper Co. Grand Island, Lincoln, Omaha	Sawyer Paper Co. Menasha
NEW MEXICO Carpenter Paper Co. Albuquerque	Service Paper Co. Racine
Graham Paper Co. Albuquerque	CANADA F. P. Barber Machinery Company, Ltd. Toronto, Ontario
NEW YORK Hubbs & Howe Co. Buffalo, Niagara Falls	Mid-West Paper Ltd. Winnipeg, Manitoba
Chas. F. Hubbs & Co. Mineola	HAWAII The Honolulu Paper Co. Ltd. Honolulu, T. H.
Charles F. Hubbs & Co. New York	
Heller & Urdan. New York	
Harbert A. Post, Inc. New York	
The Alling & Cory Co. Rochester	
J. & P. B. Garrett Co. Syracuse	

KIMBERLY-CLARK CORPORATION, Neenah, Wisconsin

250 Park Ave. New York 17 • 8 S. Michigan Ave., Chicago 3
155 Sansome St., San Francisco 4 • 22 Marietta St., Atlanta 3, Ga.

Prize-winning packages feature

Kimpak Float Packaging!*



First Prize Wooden Box Package.
Burroughs Adding Machine Company,
Detroit, Mich.

It's no strange coincidence that many of the winners in Philadelphia's 1950 Industrial Packaging Exposition used KIMPAK* creped wadding at one vital point or another. One of the reasons why this is true—the extreme versatility of KIMPAK—is demonstrated by four of the winners shown here. However, there are several reasons why so many, many companies who have switched to KIMPAK, turn in prize-winning packages each year.

KIMPAK is a pre-fabricated, grit-free material—soft, clean, easy to apply as wrapping paper. It comes in rolls or sheets, and can be “tailored” to meet your particular packaging requirements. Because it is not a waste material,

KIMPAK saves you money in the shipping room—“saves” you customers who are ordinarily annoyed by the mess and inefficiency of loose-fill substitutes. Truly, KIMPAK creped wadding affords optimum protection to packaged products at lowest true cost.

Try KIMPAK soon—for any of the Four Basic Methods of Interior Packaging—Bracing and Blocking, Flotation, Surface Protection, Absorbent Packaging. For further information, see your nearest KIMPAK distributor listed in classified telephone directories under “Packing Materials” or “Packing Materials—Shipping”; or write to:

KIMBERLY-CLARK CORPORATION
NEENAH, WISCONSIN

Kimpak

REG. U.S. PAT. OFF. & FOREIGN COUNTRIES



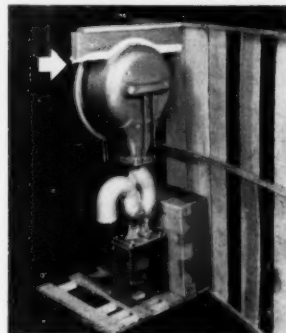
CREPED WADDING

*TM. REG. U.S. PAT. OFF.

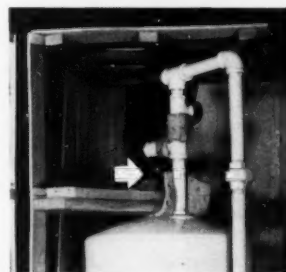
MEN—METHODS—MATERIALS



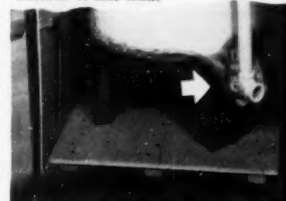
Shur Oil Changer and Flusher,
manufactured by Grieve-Hendry Com-
pany, Chicago, Ill.



Surgical Bed Pan Sterilizer, manu-
factured by Ohio Chemical & Surgical
Company, Madison, Wis.



Thick KIMPAK pads are used at top and
bottom of this tank.



Water Softening Tank, manufacture-
d by Culligan-Zeolite Co., Skokie, Ill.

GOVERNMENT

PERSONALITIES

★ NEWS REVIEW ★

A digest of recent activities in the
packing and shipping field.

ASSOCIATIONS

COMPANIES

"S.I.P.M.H.E." ANNOUNCES 1951 SHOW DATA

◆ The Sixth Annual Industrial Packaging and Materials Handling Exposition will be held October 1 through October 4, 1951 at Cleveland Public Auditorium it was announced today.

This event, produced by the Society of Industrial Packaging and Materials Handling Engineers, features an educational program sponsored by a leading University or Technical College.

This year's "Short Course" as it is known, will be sponsored by the Department of Mechanical Engineering of Case Institute of Technology. Professor G. L. Tuve is head of this department and the program is being developed under the supervision of Professor Wm. Lynam.

TOP OFFICERS APPOINTED FOR S.I.P.M.H.E.'S SIXTH ANNUAL INDUSTRIAL PACKAGING AND MATERIALS HANDLING SHOW

◆ President Ray Sell of the Society of Industrial Packaging and Materials Handling Engineers, announced in Chicago recently that A. M. Lownsbury of Railway Warehouses, Inc., Cleveland, Ohio, and President of the North Eastern Ohio chapter of S.I.P.M.H.E. has been appointed General Chairman of the Society's Sixth Annual Industrial Packaging and Materials Handling Show, scheduled for the Public Auditorium, Cleveland, Ohio, October 1 through 4 this year.

Appointed as assistant to Mr. Lownsbury is Mr. Paul Meefield, Assistant Vice President, Hinde and Dauch Paper Company, Sandusky, Ohio, as Vice Chairman of the Packaging Division.

In announcing the appointments, Mr. Sell pointed out that Mr. Lownsbury will have general supervision over the Exposition and its concurrent "Short Course" in Protective Packaging and Materials Handling, sponsored by the Case Institute of Technology.

NATIONAL CARLOADING DEVELOPS "TASK FORCE NATIONAL" TO AID SHIPPERS IN DEFENSE

◆ Mobilization of company personnel into a unique trouble shooting and expediting force to help manufacturers, agricultural producers, and retailers obtain better service on their shipments has been announced by Mr. T. R. Hudd, President, National Carloading Corporation, one of the Nation's largest freight forwarders.

The operation, called "Task Force National," encompasses all personnel of National Carloading in its 132 stations throughout the United States, as well as its executive offices.

The program operates internally among company personnel, as well as externally among shippers. Its basic idea is to discover specific shipping problems and emergencies, institute procedures and train personnel to meet them, and inform shippers of the constructive action needed to overcome industry-wide or geographic shipping problems.

All personnel of the company are being alerted to the emergency and their individual roles in the program explained by means of a special Task Force National Action Bulletin and through meetings held at each local station. Externally, a



T. R. HUDD

program has been launched to induce shippers to come forward with their shipping problems. A system for faster action on specific problems has been made part of company procedure. The key element in the system is a special transmittal form for reporting from station to station and between station and home office. Action taken is reported immediately to the home office, and the experience in the particular situation recorded. The recorded facts are constantly sifted and analyzed, then utilized for training personnel and for informing shippers on solutions to specific problems.

KEELER NAMED KOPPERS TRAFFIC AND TRANSPORTATION CONSULTANT

◆ John B. Keeler, Vice President of Koppers Company, Inc., has assumed new duties as the Company's traffic and transportation consultant.

Mr. Keeler has been Manager of Koppers Traffic and Transportation Department since 1947. In his new post, General Somervell said, Mr. Keeler will be freed of administrative detail, enabling him to devote his entire attention to representing the Company in connection with various railroad and transportation activities.

Mr. Keeler will be succeeded as active head of the Koppers department by James F. Haley, former assistant manager of that unit, who has had charge of the

procurement, operation, and maintenance of all Koppers-owned transport facilities. Erwin A. Gorges, manager of the traffic section of the Department since October, 1950, will succeed Mr. Haley as assistant manager of the Traffic and Transportation Department.

PAISLEY RESUMES EXPANSION PROGRAM

◆ Further interior remodeling, construction of additional manufacturing facilities and storage space at the Chicago plant of Paisley Products, Inc., industrial adhesive manufacturers, has been announced by Murray Stempel, Vice President and General Manager.

The Chicago engineering firm of Morton L. Pereira & Associates, has been retained for this plant improvement program. The estimated cost of this phase of the Paisley construction work is \$60,000.00.

This does not include power plant improvements by Advance Heating and Air Conditioning Company and preliminary interior construction work by Rosenthal-Cornell Company, recently completed, totalling \$25,000.00, which were necessary before the current expansion of facilities could be undertaken.

The enlarged storage area resulting from the construction project will provide space for an additional 1,000,000 pounds of raw materials and finished goods.

All processing equipment planned for the production area will be stainless steel throughout, which enables a more flexible manufacturing pattern for the diversified line of starch, dextrine, casein, animal glues, latex and synthetic resin adhesives produced by the firm.

McLAURIN-JONES EMPLOYEES PROFIT SHARING AND RETIREMENT TRUST

◆ The McLaurin-Jones Company, Brookfield, Mass., producer of printing, industrial and specialty papers has inaugurated a Profit Sharing and Retirement Trust for its hourly-paid and clerical employees, financed entirely out of company profits, it was announced by the Company President, Mr. John MacLaurin.

McLaurin-Jones thus becomes one of the first in its industry to provide out of corporate earnings for the financial security of its workers when they reach retirement age.

The Plan, effective as of December 29, 1950, covers regular hourly-paid and clerical workers in the company's offices and its plants at Ware and Brookfield, Mass. and Grand Rapids, Michigan. Only three years of continuous service are required for eligibility, and service with The Tanglefoot Company, the predecessor of the Grand Rapids Division of McLaurin-Jones, may be included.

FOURTH HERRLINGER APPOINTED TO GUMMED PRODUCTS COMPANY POST

♦ The Gummed Products Company, Troy, Ohio, announces the appointment of Edward F. Herrlinger, II, known as "Ted," as Assistant Sales Manager.

Ted Herrlinger, grandson of the founder, Edward F. Herrlinger, and a son of the president, Roth F. Herrlinger, joined The Gummed Products Company in April, 1950, after graduating from Yale. Following his family's heritage of knowing the Company's business "from the ground up," Ted started in the mill, learning all phases and problems of production. His new duties will entail active liaison work between the salesforce and home office, and will carry him into the field on customer-relations contacts.



EDWARD F. HERRLINGER

This marks the fourth member of the Herrlinger family currently holding an administrative position in this 37-year old company, since 1914 manufacturers of gummed sealing and box tapes, gummed printing papers, and foil and laminated specialties.

CHIPPEWA PAPER PRODUCTS OPENS NEW ENLARGED CHICAGO PLANT

♦ Chippewa Paper Products Co., Inc. has announced the opening of its new and greatly enlarged Chicago plant.

PACIFIC NORTHWEST TO BE COVERED BY NEW SIGNODE MAN

♦ C. A. Carter, an authority on lumber industry applications of steel strapping, has been added to the Seattle office of the Signode Steel Strapping Company, Chicago. He will cover an area including Washington, Northern Idaho and Montana.

In naming Mr. Carter for this job, the company gives further recognition to the growing importance of Pacific Northwest industries. Mr. Carter spent four years with the Canadian Steel Strapping Company, Vancouver, British Columbia, a Signode subsidiary, where he worked closely with timber and lumber producers.

He developed new techniques for the timber producers in building log rafts and securing log trains with steel strapping.

Mr. Carter is also qualified to service industrial applications of steel strapping. His knowledge of Federal regulations,

(Continued on Page 33)

America's blue ribbon companies prefer *Blue Ribbon* tape



Blouses and sweaters are being packed in this Glenwear shipping room scene. The gummed sealing tape used is Blue Ribbon Superstandard.



"We effected a 15% saving"

"One of your representatives called on us to see if we were satisfied with printed Blue Ribbon gummed tape. You bet we like Blue Ribbon!! Changing over to Blue Ribbon tape was one of the best decisions we've ever made. Immediately after changing over to Blue Ribbon we effected a 15% saving on our gummed tape usage."



"Blue Ribbon tape requires no time-wasting rubbing. It seals with one sweep of the packer's hands. Less tape is used, since no extra reinforcement is required and every roll is usable right down to the blue core."

"The shipping room savings we have effected through the use of Blue Ribbon tape, together with its low-cost advertising message (printed tape), has added dollars to our net worth."

—Glenwear, Inc.

Blue Ribbon tape is *Supple-ized**... an exclusive process for the treatment of the adhesive and paper to make Blue Ribbon tape more flexible... easier and faster to handle...

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NOW.... *soft, resilient* **PAD-PAK**

**Extra Protection
for Your Products in Transit**



A TV cabinet is often the most looked-at piece of furniture in the home. That's why the original beauty of so many sets is protected from damage in transit by Pad-Pak.

Here is the ideal protective packing. Made of cotton wadding, Pad-Pak has resilience to absorb impact . . . to protect against scratches and rub marks. Glazed outer surface gives extra body, greater ease in handling, and permits accurate cutting to any shape.

But safeguarding cabinets in shipment is only the beginning of a long list of Pad-Pak uses. Any item subject to breakage or marring—from perfume bottles to polished metal parts — reaches its destination undamaged when cushioned with this extra soft, resilient material.

Ask for samples of Pad-Pak, stating your choice of thickness — from 1/8 to 1/2 inch. Write Dept. S5.

IMMEDIATE DELIVERY



Clifford Keith

(Continued from Page 12)

it gave the length of the carton. The inserted tab served the same purpose and at much lower cost. This die cut folder could have been in use for years but everyone concerned was content with the double wall RSC.

An eastern tin can manufacturer had long made use of the common practice of purchasing corrugated containers for the customer to whom he was shipping cans. He was very happy with that arrangement until the customer pointed out that costs had to be cut. After careful study it was decided the only way was to make a change in container use. A large collapsible container to hold one and two hundred was put into use. Upon receipt the customer removed the cans, collapsed the container and returned it to the manufacturer for reuse. The cost of the new container is sixty-one cents and is amortized over six to seven trips. No taping is required on the bottom due to the solid panel. A staggered flap arrangement eliminates necessity for top taping. Two men were removed from the filling line as the taping operation was no longer needed. Approximately four feet of sealing tape were saved on each box. These measures permitted the manufacturer to comply with the customers price limitations.

Often the cost of packing and shipping equals or exceeds the actual profit realized by the shipper. A change in design can be responsible for much larger profits. This does not mean that all containers should

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5027 RAVENSWOOD AVE. CHICAGO 40, ILL.

be changed. But if costs must be reduced it might be wise to first investigate your packaging set-up.

"Listen, Mr. Traffic Manager"

(Continued from Page 13)

confuse tracer and claim papers because the receiver, thinking that the duplicate is actually the original shipment, signs clear delivery records for the claim investigators. This leads to a lot of red tape in claim clearance. Third, a tracer often shows that shipment was actually delivered but misrouted within the plant. Consequently, a duplicate shipment would have to be returned at great transportation expense to the shipper.

The method used by us, although not perfect by any means, at least takes care of most of the above points.

When notice of loss of shipment is received we immediately enter a tracer and acknowledge the customer's letter or card, stating that we will check shipment and advise. When the reply from the tracer is received we again immediately contact the customer advising him of our findings and what action we will take. This action depends on the customers request, if any, on his original letter. For this we have used a printed form which we send to the customer which in effect is something like the following:

"We have received a reply to our tracer on shipment which you reported lost.....

The following action is being taken:

Duplicate shipment is being made. We will credit your account for the original material and bill you for duplicate. Claim is being entered with the carrier.

We will credit your account for material shipped. Claim is being entered with the carrier.

Shipment was received and signed for by you on

If shipment is actually lost, we send out this form to the customer, indicating what action has been taken. By the same token, copies of this form to the accounting and order departments signify to them what action they should take. All in all it is a good way to both take care of the customer and have an efficient inter-plant operation.

Military Cargo Aircraft

(Continued from Page 13)

anti-icing problems, increase inherent stability and otherwise design to permit full scale operation with conventional aircraft in an all-weather Air Force.

The detachable cargo compartment, referred to in military parlance as the pack-carrier principle, long a dream of air cargo men, is now a reality in the Air Force's EX-120 aircraft built by the Fairchild Aircraft Division at Hagerstown, Maryland.



'Tops' in Closures ...

No Other Closures Does So Much For So Little

- Protects contents from dust and dirt
- Fits all packages
- Easy to use
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- Guards against pilferage



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'Tops' in Gummed Tape

Please Bear With Us--

As it is our policy to keep **QUALITY** above quantity, it will take time before we are able to meet the ever-increasing demand for **WOLCO Gummed Tape**. In the meantime, thanks for your interest. Please continue to ask your paper merchant for **WOLCO** the "quality controlled" Gummed Tape.



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Military Packaging Requirements

(Continued from Page 9)

preparation to supply our military forces in any place in the world.

We must design boxes to be handled by inexperienced workmen—fit pallets, go through hatches, bang around in a ship's hold on a rough sea, be crushed in loading nets, be lifted with slings and hooks, bounced, rolled and stacked again and again.

Those are a few of the reasons we must demand packaging and packing that one not fully acquainted with military operations might call "overpacking."

Domestic Supplies

If I have proved my point on "combat" packaging there still is the field of "domestic" supplies. Those supplies intended to be used in the "continental limits." It is an extremely difficult problem to determine which supplies are going overseas. This point was forcefully made at the beginning of the situation in Korea when it became necessary to send overseas a large amount of supplies on such short order that time prevented repackaging. Needless to say, large amounts of these supplies were lost. Our present policy is to package for overseas when the destination is not known at the time of procurement. This category of items where the destination is not known at the time of procurement are generally stored for reserve or stock, and will have to be properly prepared for storage. Items which are bought for a local destination obviously require only the level of packaging to get them safely to their destination, or an acceptable commercial type pack.

It is the present policy to give all possible consideration to small business in order to develop a broader supply base. This category of our suppliers usually appreciate all the information we can give them. The term "commercial package" covers many sins and as a standard is likely to degrade as materials become scarce and the quality of materials become lower. Usually some prescribed "minimums" are necessary.

"Meaning of Standard"

I mentioned "standard" which brings the prime objective of the Munitions Board in the field of packaging into focus. I believe the term "standard" for our purpose might be used to denote common usage by more than one military department. We are attempting to exploit the adaptations of identical methods and procedures for preserving, packaging, packing and marking of commonly used items in the military where these methods are now similar in order to facilitate and expedite their manufacture, shipping and storage and distribution. The advantages are obvious I believe.

To this end we are circulating packaging and packing instructions to the military departments to coordinate and make revisions necessary to make them acceptable to the departments concerned. We also have in final stage of preparation a packaging manual in which

standard basic methods and procedures in preservation, packaging and packing for military use have been agreed upon. We intend to follow this with a manual for standard marking.

We are studying the possibility of issuing simplified packing instructions which we hope will not require specialized consultants to interpret. We are establishing joint packaging schools in which industry will be invited to participate.

We have an Industry Advisory Committee for packaging which we will use as a direct liaison in solving mutual problems. It is our earnest desire to have industry fully understand our problems and obtain their support in the solution of those problems.

*Excerpts from an address by Colonel John A. Way, USAF, Chief, Munitions Board, Packaging Division, Office of Procurement Methods, Washington, D. C., given before the Packaging Conference of the American Management Association, New York, at the Atlantic City Auditorium, April 17-19, 1951.

How To Store Unit Loads

(Continued from Page 15)

trucks used, which in turn is regulated by the size of the unit load and the height to which loads must be tiered, the anticipated traffic of people and other trucks and the tiering arrangement. Truck manufacturers provide turning radius diagrams for all models. These are essential for determining width requirements for right angle turns and stacking angles.

Storage Racks

Storage racks, previously mentioned, may be made of wood or steel sections. Wood may be preferred because of its low cost and adaptability to changing conditions and layouts. Some of the advantages of steel racks, although their first cost may be higher, are:

1. Standard units may be obtained.
2. Assembly of units is easy.
3. Arrangement and use are flexible because parts are interchangeable.
4. Steel racks have long life.

Picture-frame pallets, are portable storage racks. The use of these racks should be considered for irregularly shaped or crushable commodities. In a warehouse their obvious advantage is flexibility, since they can be knocked down when not in use and thus save space. For some commodities that can be stacked into stable unit loads, but cannot withstand the compressive stresses at the bottom of tiered loads, only an analysis of costs of fixed and portable storage racks will determine the lowest cost of equipment.

Stacking Stability

To permit high tiering of some types of merchandise without danger to personnel and merchandise, it may be necessary to stabilize some unit loads. There is usually no problem with dense items or with tierable pallet boxes or skid bins and the various pallet racks. Bulky items, however, must be secured so that the top layer of unit load will stay in place when the load is

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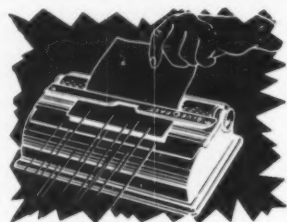
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General Traffic Manager, RCA Victor Division, Radio Corporation of America

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handled and tiered. A simple way to prevent shifting of loads of light bulky materials on pallets is to pass a strip of gummed tape around the top layer of cartons, which keeps them together and holds the lower cartons in place. Winding twine around the top layer will also do this. When unit loads are either glued or secured by wire or steel strapping for shipping purposes, there is no problem in providing stability for tiering.

More Stencil Marking ABC's

(Continued from Page 16)

REMOVING OLD MARKS FROM RE-USED SHIPPING CONTAINERS

Old marks cause confusion and should be removed before shipment leaves.



Scrape Them Off



Ink Them Out

HOW TO REMOVE OLD MARKS FROM BOXES

Use Box Scraper to scrape old marks from wooden containers. Use Fountain Brush and Black Stencil Ink to ink out old marks.

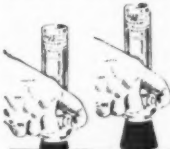
COVER OLD MARKS ON CARTONS

Paste gummed tape over old marks on cartons and paper containers. Use Fountain Brush and Ink to ink out old marks on cartons.

CLEANING STENCILS

Oil Board stencils are good for 3000 to 5000 markings. The dried ink which builds up on the surface of the stencil and in the corners of the cut letters can be removed by rubbing the stencil with a rag dipped in gasoline.

PUT IN A NEW BRUSH TIP WHEN—OLD TIP GETS SHORT



WRONG

RIGHT

A short stubby brush tip slows up your work and wears out the stencil. As soon as the tip becomes too short for good results, take it out, put in a new tip. Keep a supply of extra Brush Tips on hand."

Box Car with Aluminum Body Delivered in Canada

Recently delivered to a Canadian railroad was a 50-ton box car believed to be the first ever constructed with an all-aluminum body, including the underframe. Designed and built in Canada, the car has a light weight of 34,400 lb., or 11,000 lb. under the weight of corresponding steel construction, the difference representing additional payload which can be carried for the like gross weight.

The aluminum car has inside dimensions of 40 ft. 6 in. length, 9 ft. 2 in. width and 10 ft. 6 in. height.

Its cubical capacity is 3,898 cu. ft., with carrying capacity of 134,600 lb. In regular freight service the car has already carried more than 2,200 bushels of grain and also a load of close to 135,000 lb. of chilled car wheels.

The underframe includes aluminum center sills, bolsters, crossbearers and crossties, with welded-steel bolster center braces and rear draft lugs. Draft-gear followers are made of forged aluminum alloy, with a minimum yield strength of 50,000 lb. per sq. in. Side sills and side-sill reinforcements are combined in one aluminum alloy section weighing 8 lb. per ft., which replaces six pieces. The side sheathing is of No. 10 B&S gauge aluminum sheets with a minimum yield strength of 35,000 lb. per sq. in. and a weight of 0.098 lb. per cu. in., or about one-third the weight of steel.

The car has a lightweight to load-limit ratio of 1 to 3.91. Because of the low tare weight, the standard AB brake does not provide required braking ratios, and therefore the ABLC brake was used, to comply with AAR specifications. The car has been approved for interchange service by the Association of American Railroads.

The privately-owned railroads of the United States are providing freight service at lower rates than exist in nearly any other country in the world, notwithstanding the tax-exempt and subsidized status of many government-owned railway systems in other lands.

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THE KEY and you
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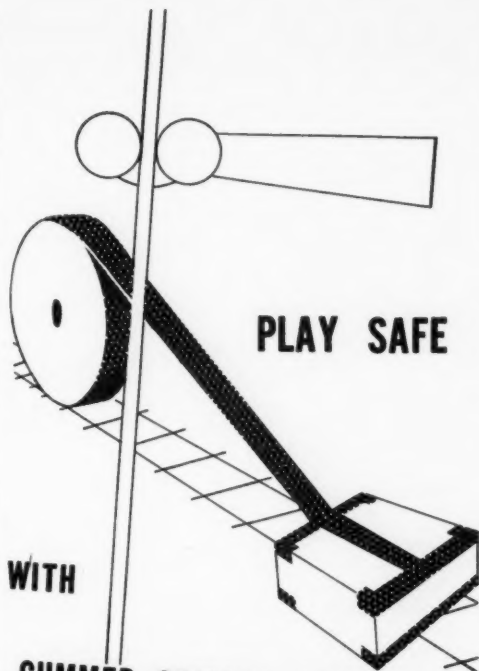
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Developing Sales Appeal with Protective Packages

By FRED LEVY, President
Blum's Confectionery, San Francisco

"Packaging, as a field, has done much to create the proper impression aboard of the American way of life. Packages coming from America always express the freedom and freeness of our country. Packaging is the most important factor in my business, and a major part of the story of how Blum's developed a national and international volume of business can be attributed to new and unique packages. Packaging presents a challenge for the manufacturer, and the retailer, and offers a method for the increase of the net profit, and of insuring a steady clientele."

Excerpts from speech given at Third Annual Conference on Packaging, Packing, Shipping and Materials Handling, August 16-17, 1950, Civic Auditorium, San Francisco, Calif.

Railroads in the Year Ahead

To meet rising requirements of national rearmament, the railroads will continue in 1951 the billion-dollar-a-year program of expansion and improvement which has marked the last five years.

They enter the new year with orders for 125,000 new freight cars, to be added to the 42,000 put in service in 1950 and the total of 345,000 new cars since the end of World War II.

The railroads have on order more than 2,000 units of new motive power, to be added to the approximately 3,000 installed in 1950, and the total of 11,000 new units since the end of World War II.

With more and larger cars and with locomotives which total 7 per cent more in pulling power and average almost 25 per cent higher in tractive effort, railroads have greater carrying capacity than they had at the time of Pearl Harbor. With the improvements in tracks, signals, yards, shops and every other part of the plant, the average freight train in 1950 turned out transportation service each hour equivalent to moving a ton of freight 20,000 miles—an hourly

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output nearly 15 per cent above the peak movement of the second World War and almost three times as much as in the first World War.

In times of emergency, railroad capacity is capable of a high degree of expansion. Between Pearl Harbor and the World War II traffic peak three years later, freight movement on the railroads went up more than 50 per cent. With access to the man-power and materials needed to continue the program of enlargement and improvement on which the railroads have spent more than five billion dollars in the past five years, and with the continued cooperation of shippers and government agencies, the railroads once again can increase their transportation output in step with the increasing demands of defense.

"Perfect Shipping" Dramatized By Los Angeles Traffic Club

To celebrate "April Perfect Shipping Month" in the most appropriate and useful manner possible the Junior Traffic Club of Los Angeles presented a play entitled "Perfect Shipping". Included in the cast were representatives of various railroads and shipping, automobile and freight forwarding lines.

In addition to its profound educational aspects, the production produced a few groans among those present, and some good laughs. Although not quite as good as the characters in "Guys and Dolls" or "South Pacific" the actors managed to get over important packing and shipping lessons in an unusually exciting way.

Rubber Comes to Fore As Packing Material

As a packing material, rubber is adding new safety to the shipment of delicate instruments and other breakables. This advance is described in the current issue of Rubber Developments, the quarterly publication of The British Rubber Development Board, that reviews the latest uses for rubber products.

The article notes that expanded rubber, a soft, cushion-like material with extraordinary resiliency, is being

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used for the shipping of an ever-increasing variety of fragile merchandise. Scientific instruments, radio valves and parts, and glass tubes and containers of all sorts are among the products that can now be shipped safely with the aid of rubber packing.

The rubber can be cut into strips and pieces of varying sizes, and can also be moulded to fit the corners and fill up spaces. Therefore it lends itself to use with just about any shape or type of material.

Mechanized Power and Gravity in Multiple Floor Operation

By **ARNOLD H. FOX**, Warehouse Manager
F. W. Woolworth Co., San Francisco

"A multiple floor building can be adapted to modern materials handling. In fact, a careful study may show that the right combination of power and gravity will give close to maximum efficiency and at a minimum cost. Most warehouses built a decade ago were four, five, or six story buildings with straight or spiral chutes connecting various floors. By use of these chutes, tote boxes and roller sections, warehousemen can move all kinds of merchandise from one floor to the next below and for considerable distances laterally. Mechanized handling is a necessity today for low cost operation and some firms cannot afford both new equipment and a new building."

Excerpts from speech given at Third Annual Conference on Packaging, Packing, Shipping and Materials Handling, August 16-17, 1950, Civic Auditorium, San Francisco, Calif.

New Efficiency Records in 1950

American railroads in 1950 handled freight traffic with all-time record efficiency. Establishing new records in both train loads and train speeds, the average freight train achieved a record transportation output equivalent to moving more than 20,000 tons of freight one mile in an hour. This was nearly 14 per cent above the peak output of the years of World War II and almost three times as much as it was 30 years ago.

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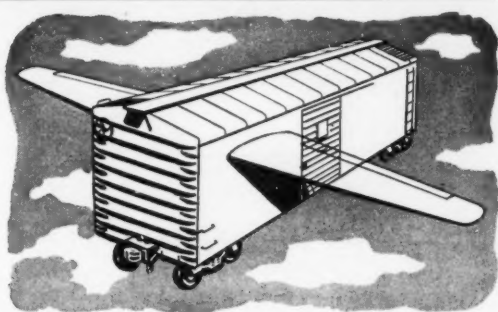
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CONSULTANTS ... To packing equipment manufacturers: a complete selling campaign. To shipping rooms: on purchase of equipment, lay-out, devices for maximum efficiency. Details, check 34.

★ TRAFFIC REPORTER ★

"Industrial Night" was celebrated by the Pacific Traffic Association early in May P. Steele Labagh, assistant to traffic director, California Packing Corporation, presided.

The Customs Brokers and Forwarders Association of America, Inc. held its annual election of officers at Fraunces Tavern, N. Y. in May. Among those elected, was Martin A. Kerner, President; Walter J. Mercer and Harry M. Moran, Vice Presidents; Samuel Shapiro, Secretary; and Mort L. Van Riper, Treasurer.

To celebrate Perfect Shipping Month the New Jersey Industrial Traffic League held a Perfect Shipping Clinic at a meeting in April. Exhibits at the Clinic displayed measures for proper storage of freight and current methods of merchandise handling. Manufacturers cooperated by displaying samples of their packaging and items which are available to improve packing, strapping, marking, sealing and so on.

The Women's Traffic and Transportation Club of Baltimore is preparing a program at which members of the Forum of the Traffic Club of Baltimore will be entertained.

The Omicron Chapter (N. Y.) of Delta Nu Alpha Transportation Fraternity at their April meeting elected the following as its officers for the coming fiscal year:—

Mr. Maxwell Powell, Traffic Consultant and Practitioner as President; Mr. Edward Lebel of State Freight Lines as Vice President; Mr. Alfred Vila of the American Steel Export Co., Inc. as Secretary; Mr. Charles Miraglia of Oneida Motor Freight Inc. as Treasurer; Mr. Emanuel Sugar of Meridith & Hitchcock Transportation to the three year term on the Board of Directors.

These officers officially took office at the annual dinner meeting held on May 1st at the Old Timers Grill, New York. The guest speaker was Mr. Gordon F. Udall former instructor at the Academy of Advanced Traffic and now with the Texas Oil Company his topic was "The Inherent Advantages of each Mode of Transportation."

George C. Whitney, Manager, Eastern Offices, Board of Commissioners of the Port of New Orleans, was the guest speaker at the regular meeting of the National Export Traffic League. He discussed "The Port of New Orleans." Following the address a technicolor sound film "New Orleans—The International City" was shown. After the showing of the film there was a question and answer period.

The meeting was held at the Park Sheraton Hotel on Wednesday, April 25, 1951.

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News

(Continued from Page 21)

up-to-date methods of package protection, car loading and car bracing will be particularly useful to manufacturers who must ship to government specifications.

NATIONAL TRENDS IN TRUCK TONNAGE

◆ Intercity tonnage transported by Class I intercity motor carriers of property in 1950 climbed 25.3 per cent above the volume hauled in 1949, to establish an all-time record, according to statistics compiled by the Department of Research of the American Trucking Associations, Inc. This compares with increases of 3.8 per cent in 1949 over 1948 and 14.6 per cent in 1948 over 1947. It equals the previous high gain percentage-wise for a year recorded in 1939 over 1938.

The study was based on preliminary figures covering the operations of 1,358 intercity common and contract carriers with a total volume of 175,902,588 tons of intercity freight, as compared to 140,432,118 tons in 1949. It showed the ATA truckloading index, with 1941 representing 100, reached a new peak of 222. The previous high, established in 1949, was 178.

The trend in intercity motor freight transportation continued in line with the general economic activity of the nation. The relatively high economic level reached during 1950 resulted to some extent from the Korean situation, but production was well on its way to record levels before this situation developed.

RECORD NUMBER OF LOCOMOTIVES FOR 27 YEARS INSTALLED BY RR'S IN '50

◆ Class I railroads in 1950 installed more new locomotives in service than in any other year in the past 27 years, the Association of American Railroads has announced. New locomotives put in service in 1950 totaled 2,396, of which 2,372 were diesel, 12 steam and 12 electric. Locomotives installed in 1949 totaled 1,865, of which 1,808 were diesel and 57 were steam.

Of the total number put in service in 1950, 264 were installed in December, which also was the greatest number for any month in the past 27 years.

Class I railroads on January 1, 1951, had 1,644 new locomotives on order, the largest number awaiting delivery at any time since 1923, with the exception of December 1, 1950, when that number was exceeded by 13. Of the total number on order at the beginning of this year, 1,624 were diesel, 16 steam and 4 electric. Class I railroads on January 1, 1950, and 898 new locomotives on order, of which diesel total 881, steam 13 and electric 4.

New Products

(Continued from Page 17)

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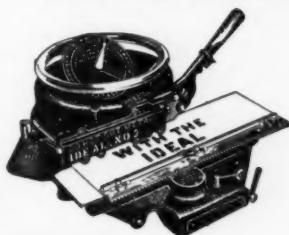
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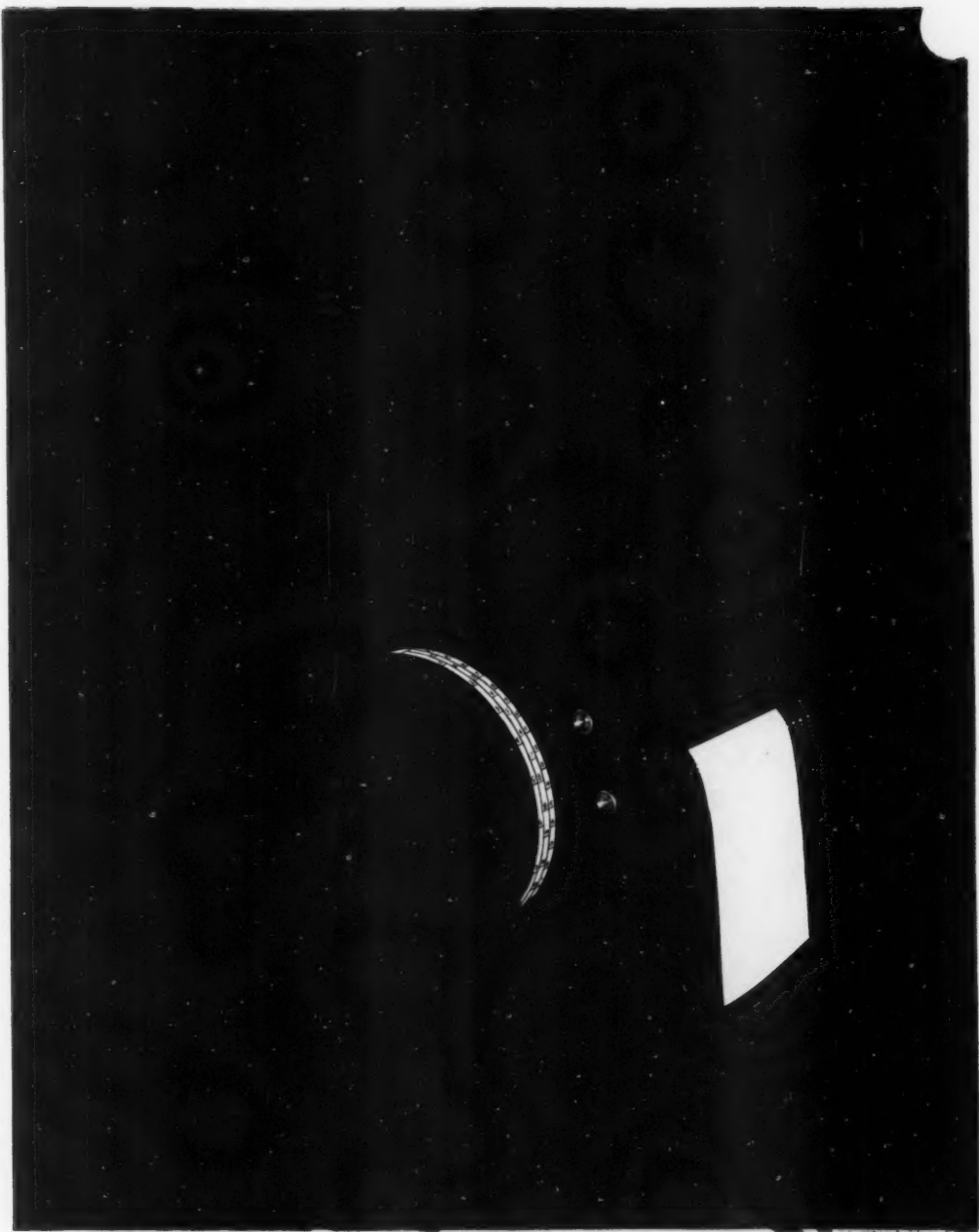
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